

October 2020



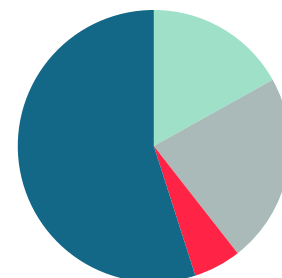
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 31, 2023 for MLS Technology Inc.

| Compared Metrics | 2019 | October 2020 | +/-% |
|---|--------|--------------|---------|
| Closed Listings | 9 | 12 | 33.33% |
| Pending Listings | 11 | 16 | 45.45% |
| New Listings | 19 | 15 | -21.05% |
| Median List Price | 75,000 | 139,700 | 86.27% |
| Median Sale Price | 83,000 | 149,750 | 80.42% |
| Median Percent of Selling Price to List Price | 97.07% | 96.56% | -0.52% |
| Median Days on Market to Sale | 23.00 | 33.50 | 45.65% |
| End of Month Inventory | 80 | 39 | -51.25% |
| Months Supply of Inventory | 8.00 | 3.66 | -54.30% |



■ Closed (16.90%)
■ Pending (22.54%)
■ Other OffMarket (5.63%)
■ Active (54.93%)

Absorption: Last 12 months, an Average of **11** Sales/Month
Active Inventory as of October 31, 2020 = **39**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **51.25%** to 39 existing homes available for sale. Over the last 12 months this area has had an average of 11 closed sales per month. This represents an unsold inventory index of **3.66** MSI for this period.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **80.42%** in October 2020 to \$149,750 versus the previous year at \$83,000.

Median Days on Market Lengthens

The median number of **33.50** days that homes spent on the market before selling increased by 10.50 days or **45.65%** in October 2020 compared to last year's same month at **23.00** DOM.

Sales Success for October 2020 is Positive

Overall, with Median Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 15 New Listings in October 2020, down **21.05%** from last year at 19. Furthermore, there were 12 Closed Listings this month versus last year at 9, a **33.33%** increase.

Closed versus Listed trends yielded a **80.0%** ratio, up from previous year's, October 2019, at **47.4%**, a **68.89%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

October 2020



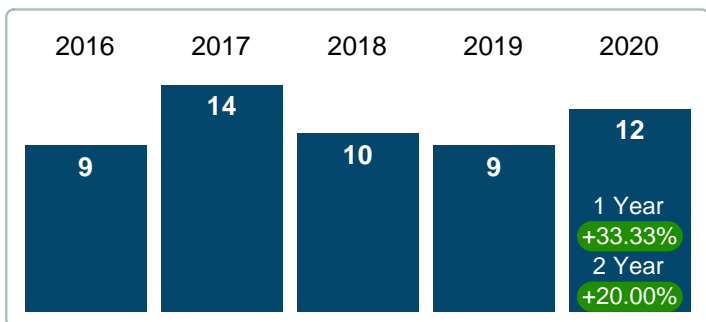
Area Delimited by County Of Sequoyah - Residential Property Type



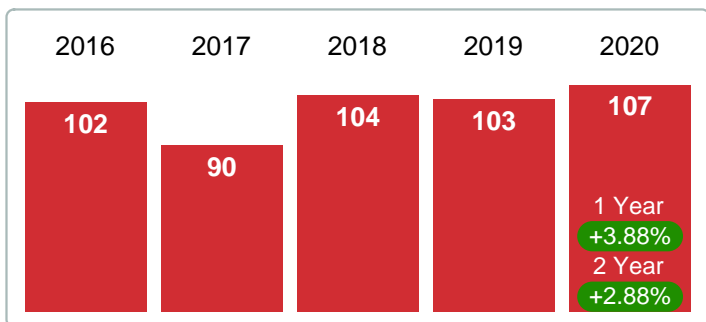
CLOSED LISTINGS

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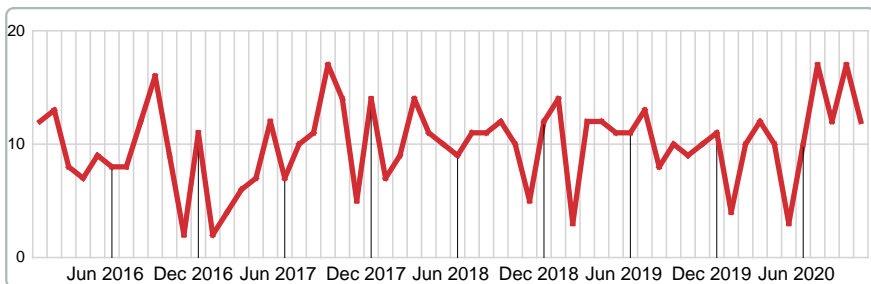
OCTOBER



YEAR TO DATE (YTD)

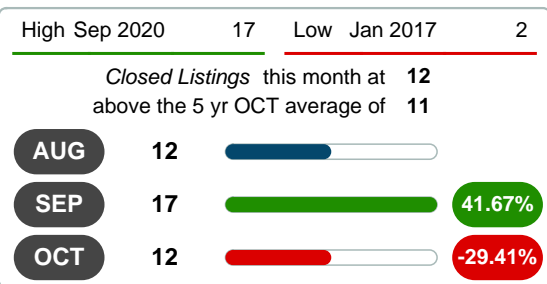


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 11



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|------------------|-------------|-------------|------------------|------------------|--------------|--------------|
| \$20,000 and less | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$20,001 - \$40,000 | 3 | 25.00% | 6.0 | 0 | 3 | 0 | 0 |
| \$40,001 - \$120,000 | 1 | 8.33% | 15.0 | 1 | 0 | 0 | 0 |
| \$120,001 - \$190,000 | 3 | 25.00% | 55.0 | 0 | 3 | 0 | 0 |
| \$190,001 - \$220,000 | 3 | 25.00% | 47.0 | 1 | 2 | 0 | 0 |
| \$220,001 - \$240,000 | 0 | 0.00% | 47.0 | 0 | 0 | 0 | 0 |
| \$240,001 and up | 2 | 16.67% | 81.0 | 0 | 2 | 0 | 0 |
| Total Closed Units | 12 | | | 2 | 10 | 0 | 0 |
| Total Closed Volume | 1,746,500 | 100% | 33.5 | 285.00K | 1.46M | 0.00B | 0.00B |
| Median Closed Price | \$149,750 | | | \$142,500 | \$149,750 | \$0 | \$0 |

October 2020



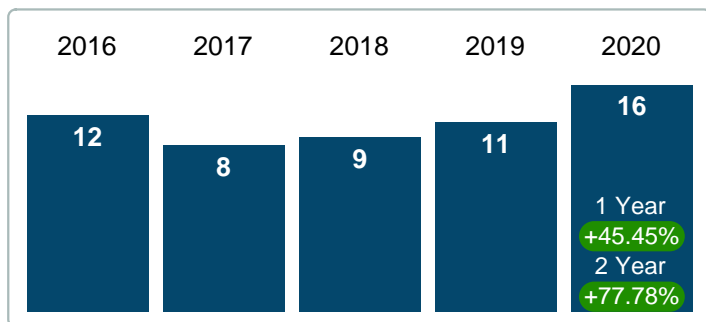
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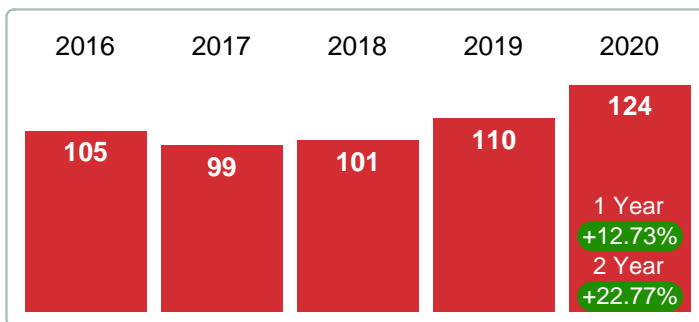
PENDING LISTINGS

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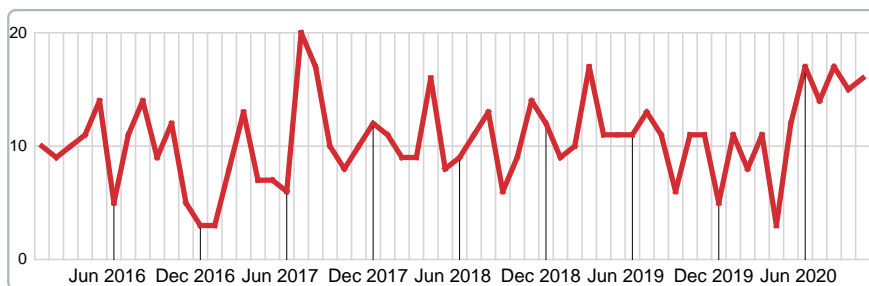
OCTOBER



YEAR TO DATE (YTD)

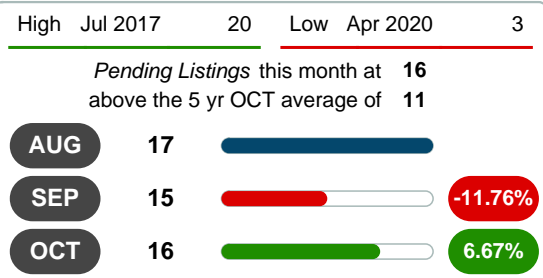


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 11



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|------------------|-------------|-------------|------------------|-----------------|------------------|--------------|
| \$60,000 and less | 1 | 6.25% | 71.0 | 0 | 1 | 0 | 0 |
| \$60,001 - \$80,000 | 2 | 12.50% | 147.5 | 0 | 2 | 0 | 0 |
| \$80,001 - \$90,000 | 2 | 12.50% | 153.0 | 0 | 1 | 1 | 0 |
| \$90,001 - \$150,000 | 5 | 31.25% | 19.0 | 1 | 1 | 3 | 0 |
| \$150,001 - \$240,000 | 3 | 18.75% | 198.0 | 1 | 1 | 1 | 0 |
| \$240,001 - \$660,000 | 1 | 6.25% | 42.0 | 0 | 1 | 0 | 0 |
| \$660,001 and up | 2 | 12.50% | 95.5 | 0 | 0 | 2 | 0 |
| Total Pending Units | 16 | | | 2 | 7 | 7 | 0 |
| Total Pending Volume | 3,697,900 | 100% | 62.5 | 339.90K | 1.19M | 2.17M | 0.00B |
| Median Listing Price | \$125,000 | | | \$169,950 | \$88,000 | \$149,000 | \$0 |

October 2020



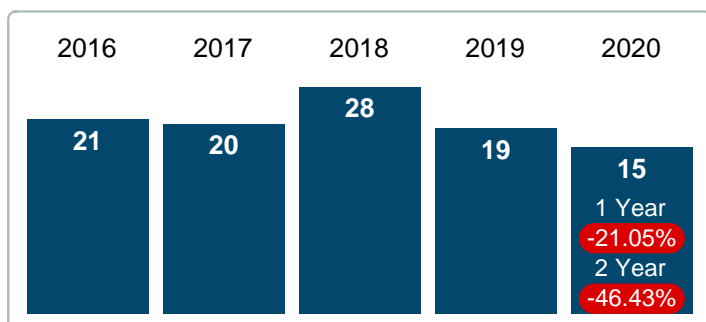
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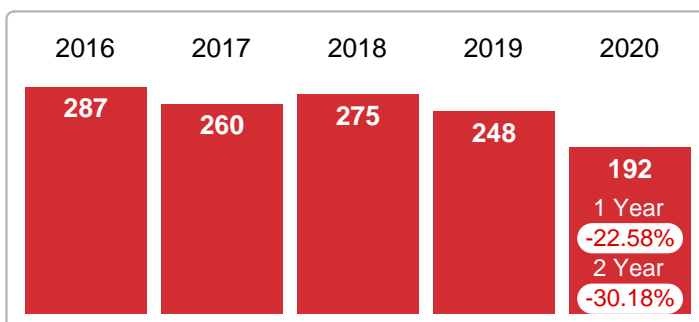
NEW LISTINGS

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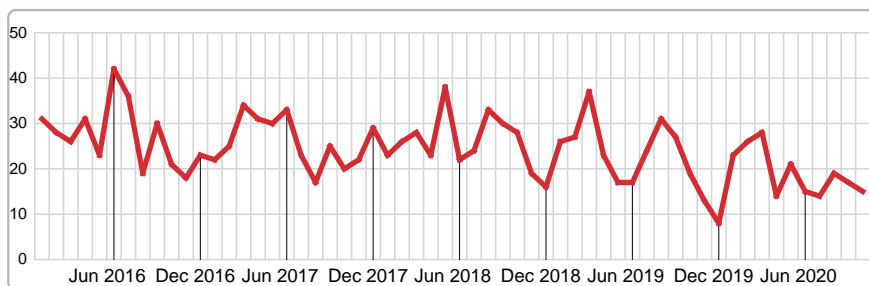
OCTOBER



YEAR TO DATE (YTD)

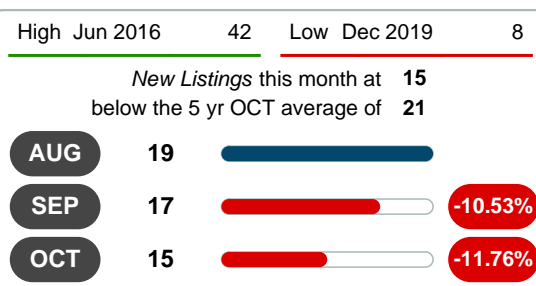


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 21



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|------------------|-------------|------------------|------------------|------------------|--------------|
| \$50,000 and less | 1 | 6.67% | 1 | 0 | 0 | 0 |
| \$50,001 - \$70,000 | 2 | 13.33% | 1 | 1 | 0 | 0 |
| \$70,001 - \$80,000 | 1 | 6.67% | 1 | 0 | 0 | 0 |
| \$80,001 - \$180,000 | 5 | 33.33% | 0 | 3 | 2 | 0 |
| \$180,001 - \$350,000 | 2 | 13.33% | 1 | 1 | 0 | 0 |
| \$350,001 - \$850,000 | 3 | 20.00% | 1 | 2 | 0 | 0 |
| \$850,001 and up | 1 | 6.67% | 1 | 0 | 0 | 0 |
| Total New Listed Units | 15 | | 6 | 7 | 2 | 0 |
| Total New Listed Volume | 4,173,500 | 100% | 2.20M | 1.72M | 255.00K | 0.00B |
| Median New Listed Listing Price | \$135,000 | | \$173,750 | \$135,000 | \$127,500 | \$0 |

October 2020



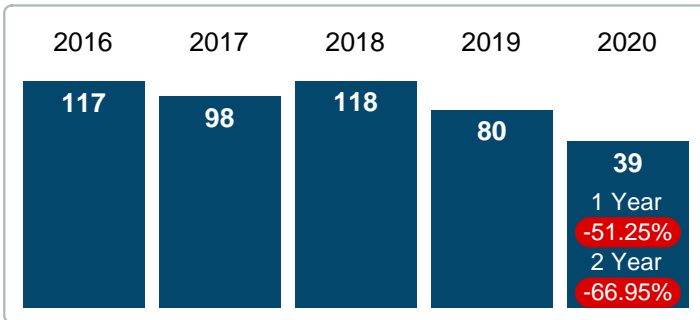
Area Delimited by County Of Sequoyah - Residential Property Type



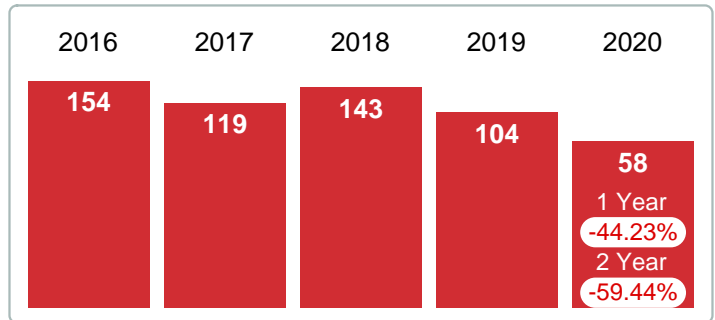
ACTIVE INVENTORY

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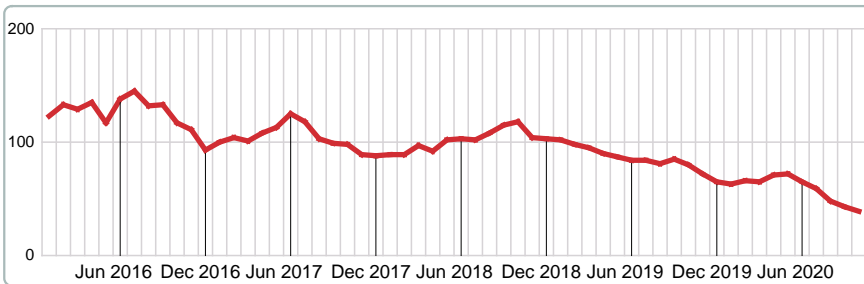
END OF OCTOBER



ACTIVE DURING OCTOBER

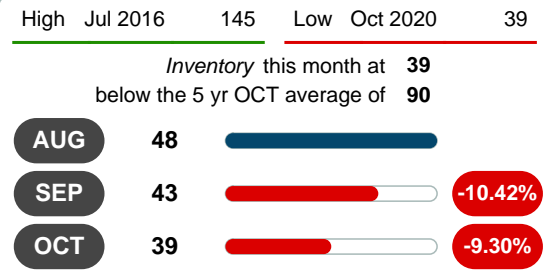


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 90



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$50,000 and less | 3 | 7.69% | 64.0 | 2 | 1 | 0 | 0 |
| \$50,001 - \$50,000 | 0 | 0.00% | 64.0 | 0 | 0 | 0 | 0 |
| \$50,001 - \$100,000 | 11 | 28.21% | 44.0 | 3 | 7 | 1 | 0 |
| \$100,001 - \$250,000 | 10 | 25.64% | 71.5 | 0 | 8 | 2 | 0 |
| \$250,001 - \$350,000 | 5 | 12.82% | 69.0 | 1 | 3 | 1 | 0 |
| \$350,001 - \$800,000 | 7 | 17.95% | 33.0 | 1 | 4 | 0 | 2 |
| \$800,001 and up | 3 | 7.69% | 12.0 | 3 | 0 | 0 | 0 |
| Total Active Inventory by Units | 39 | | | 10 | 23 | 4 | 2 |
| Total Active Inventory by Volume | 10,242,394 | 100% | 44.0 | 3.49M | 4.77M | 781.90K | 1.20M |
| Median Active Inventory Listing Price | \$182,300 | | | \$173,750 | \$169,000 | \$181,500 | \$600,000 |

October 2020



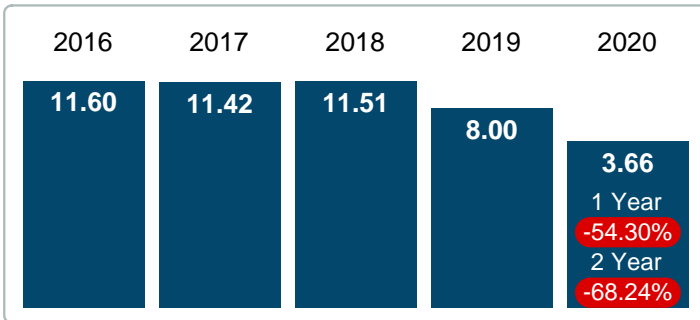
Area Delimited by County Of Sequoyah - Residential Property Type



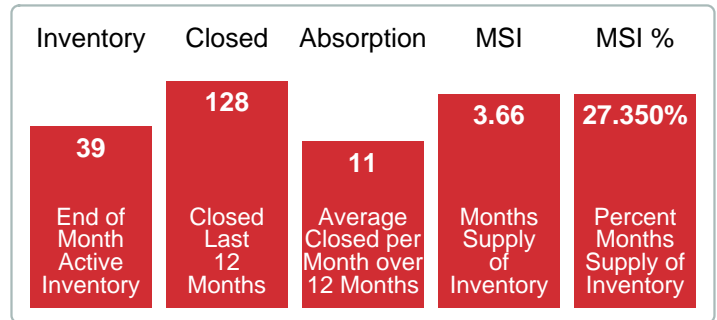
MONTHS SUPPLY of INVENTORY (MSI)

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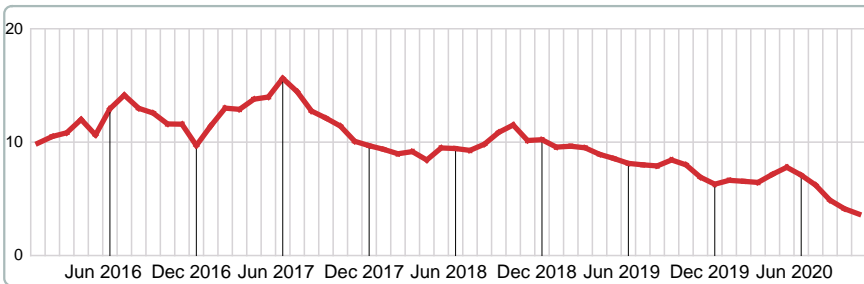
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020



5 YEAR MARKET ACTIVITY TRENDS

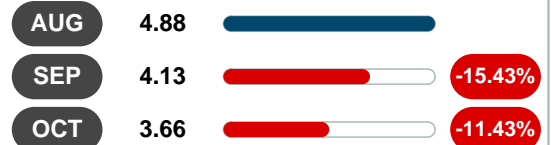


3 MONTHS

5 year OCT AVG = 9.24

High Jun 2017 15.63 Low Oct 2020 3.66

Months Supply this month at 3.66 below the 5 yr OCT average of 9.24



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Active Inventory by Price Range and MSI | | % | MSI | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|----|--------|-------|----------|--------|--------|---------|
| \$50,000 and less | 3 | 7.69% | 1.44 | 2.40 | 0.92 | 0.00 | 0.00 |
| \$50,001 - \$50,000 | 0 | 0.00% | nan | 0.00 | 0.00 | 0.00 | 0.00 |
| \$50,001 - \$100,000 | 11 | 28.21% | 3.57 | 4.00 | 3.65 | 3.00 | 0.00 |
| \$100,001 - \$250,000 | 10 | 25.64% | 2.14 | 0.00 | 2.46 | 3.43 | 0.00 |
| \$250,001 - \$350,000 | 5 | 12.82% | 8.57 | 12.00 | 9.00 | 6.00 | 0.00 |
| \$350,001 - \$800,000 | 7 | 17.95% | 28.00 | 0.00 | 24.00 | 0.00 | 24.00 |
| \$800,001 and up | 3 | 7.69% | inf | 0.00 | 0.00 | 0.00 | 0.00 |
| Market Supply of Inventory (MSI) | | | 3.66 | 4.44 | 3.41 | 3.20 | 4.80 |
| Total Active Inventory by Units | | 100% | 3.66 | 10 | 23 | 4 | 2 |

October 2020



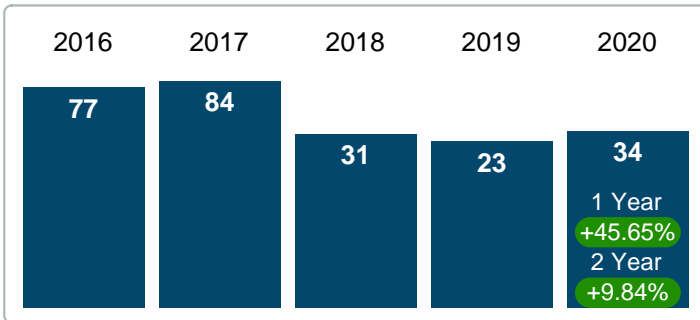
Area Delimited by County Of Sequoyah - Residential Property Type



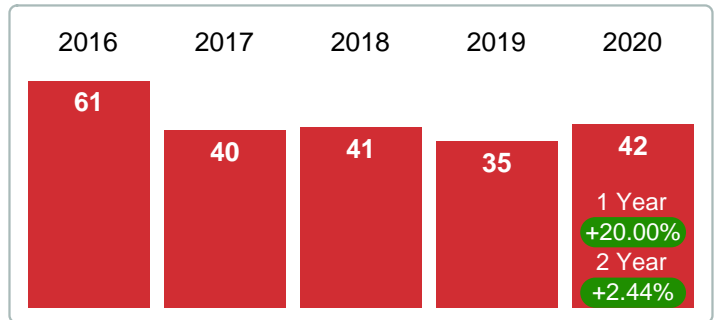
MEDIAN DAYS ON MARKET TO SALE

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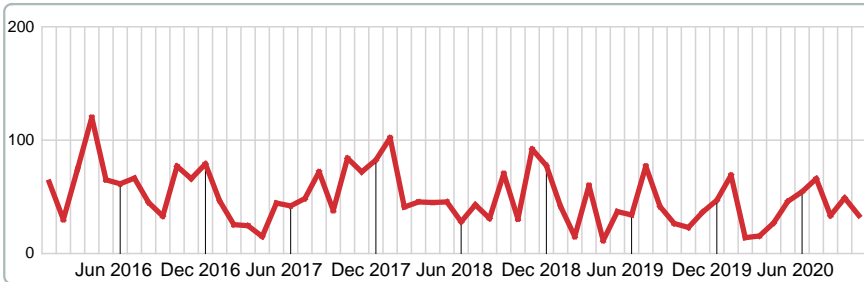
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

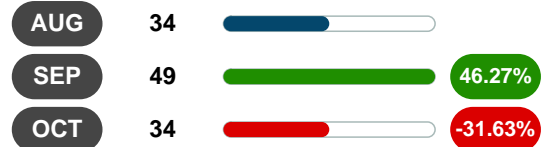


3 MONTHS

5 year OCT AVG = 50

High Apr 2016 120 Low Apr 2019 12

Median Days on Market to Sale this month at 34 below the 5 yr OCT average of 50



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Median Days on Market to Sale by Price Range | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------|------------------|----------------|--------------|--------------|--------------|
| \$20,000 and less | 0.00% | 12 | 0 | 0 | 0 | 0 |
| \$20,001 - \$40,000 | 25.00% | 6 | 0 | 6 | 0 | 0 |
| \$40,001 - \$120,000 | 8.33% | 15 | 15 | 0 | 0 | 0 |
| \$120,001 - \$190,000 | 25.00% | 55 | 0 | 55 | 0 | 0 |
| \$190,001 - \$220,000 | 25.00% | 47 | 273 | 34 | 0 | 0 |
| \$220,001 - \$240,000 | 0.00% | 47 | 0 | 0 | 0 | 0 |
| \$240,001 and up | 16.67% | 81 | 0 | 81 | 0 | 0 |
| Median Closed DOM | | 34 | 144 | 34 | 0 | 0 |
| Total Closed Units | 100% | 33.5 | 2 | 10 | | |
| Total Closed Volume | | 1,746,500 | 285.00K | 1.46M | 0.00B | 0.00B |

October 2020



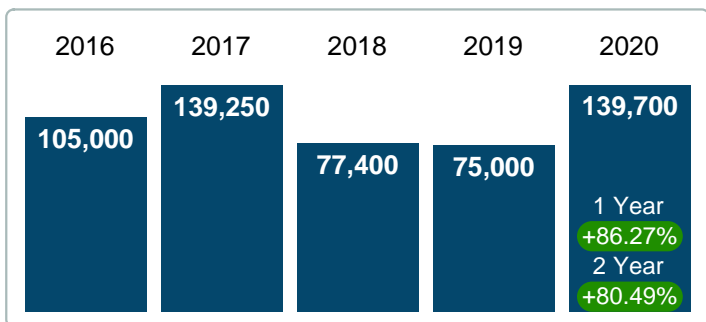
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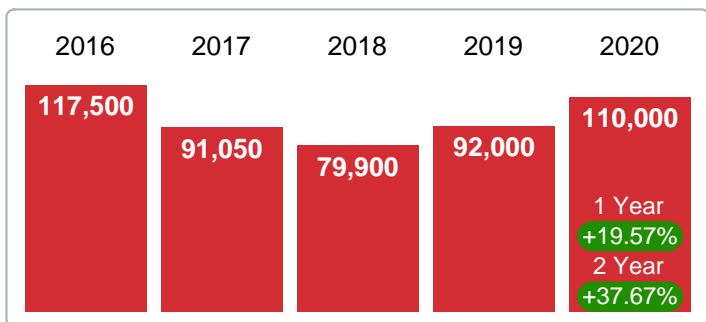
MEDIAN LIST PRICE AT CLOSING

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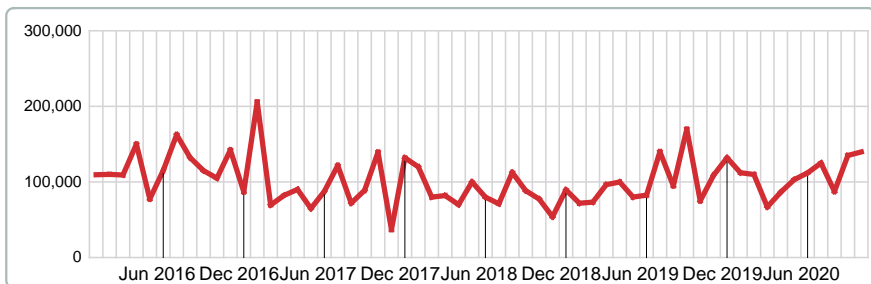
OCTOBER



YEAR TO DATE (YTD)

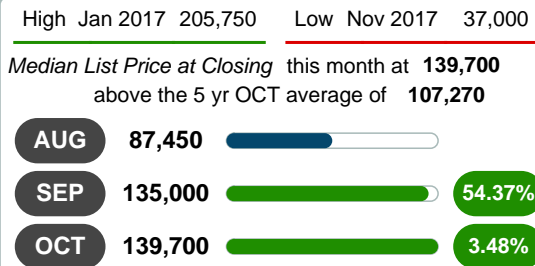


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 107,270



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Median List Price at Closing by Price Range | % | MLPrice | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|---|-----------|----------|---------|---------|---------|
| \$20,000 and less | 0 | 0.00% | 81 | 0 | 0 | 0 |
| \$20,001 - \$40,000 | 3 | 25.00% | 33,000 | 0 | 33,000 | 0 |
| \$40,001 - \$120,000 | 2 | 16.67% | 101,950 | 94,900 | 109,000 | 0 |
| \$120,001 - \$190,000 | 2 | 16.67% | 139,700 | 0 | 139,700 | 0 |
| \$190,001 - \$220,000 | 1 | 8.33% | 205,000 | 0 | 205,000 | 0 |
| \$220,001 - \$240,000 | 2 | 16.67% | 235,000 | 240,000 | 230,000 | 0 |
| \$240,001 and up | 2 | 16.67% | 289,500 | 0 | 289,500 | 0 |
| Median List Price | | 139,700 | 167,450 | 139,700 | 0 | 0 |
| Total Closed Units | | 12 | 100% | 139,700 | 2 | 10 |
| Total Closed Volume | | 1,835,298 | 334.90K | 1.50M | 0.00B | 0.00B |

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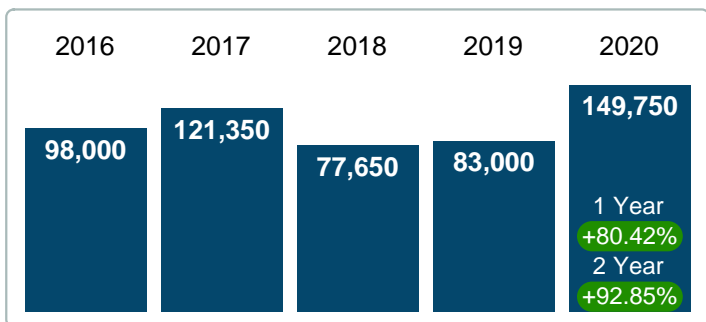
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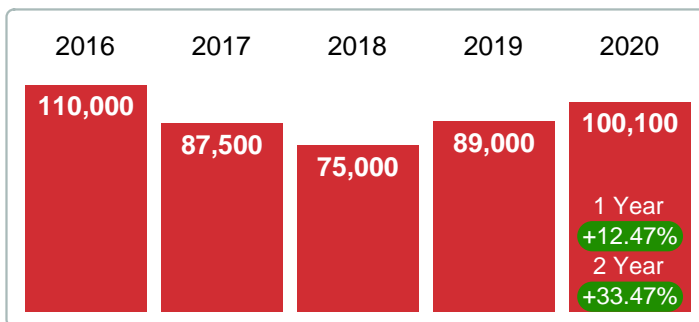
MEDIAN SOLD PRICE AT CLOSING

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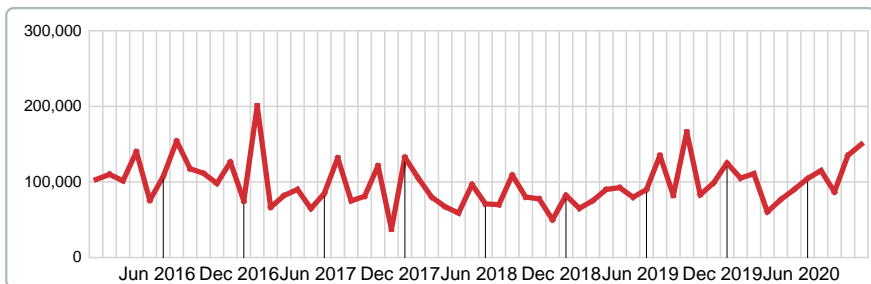
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

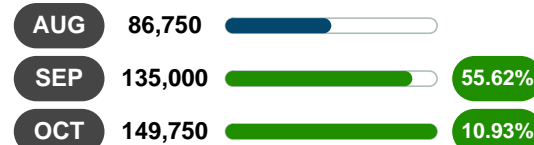


3 MONTHS

5 year OCT AVG = 105,950

High Jan 2017 200,750 Low Nov 2017 37,500

Median Sold Price at Closing this month at **149,750**
above the 5 yr OCT average of **105,950**



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Median Sold Price at Closing by Price Range | % | M Sale | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|--------|------------------|----------------|----------------|--------------|--------------|
| \$20,000 and less | 0.00% | 289,500 | 0 | 0 | 0 | 0 |
| \$20,001 - \$40,000 | 25.00% | 28,000 | 0 | 28,000 | 0 | 0 |
| \$40,001 - \$120,000 | 8.33% | 65,000 | 65,000 | 0 | 0 | 0 |
| \$120,001 - \$190,000 | 25.00% | 149,500 | 0 | 149,500 | 0 | 0 |
| \$190,001 - \$220,000 | 25.00% | 210,000 | 220,000 | 202,500 | 0 | 0 |
| \$220,001 - \$240,000 | 0.00% | 210,000 | 0 | 0 | 0 | 0 |
| \$240,001 and up | 16.67% | 267,500 | 0 | 267,500 | 0 | 0 |
| Median Sold Price | | 149,750 | 142,500 | 149,750 | 0 | 0 |
| Total Closed Units | | 12 | 2 | 10 | | |
| Total Closed Volume | | 1,746,500 | 285.00K | 1.46M | 0.00B | 0.00B |

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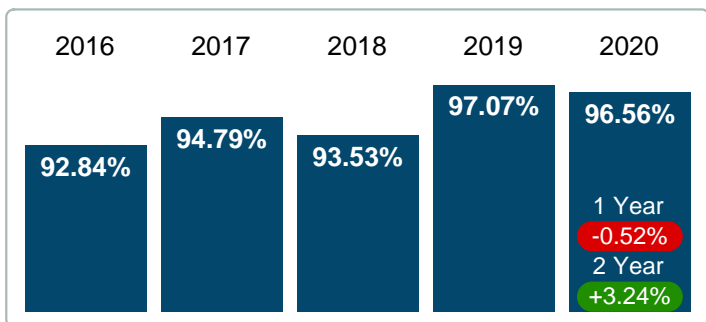
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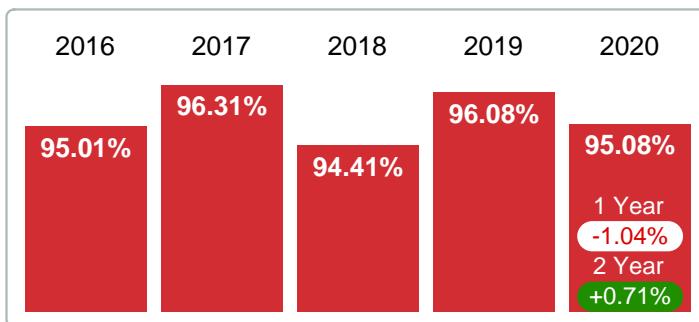
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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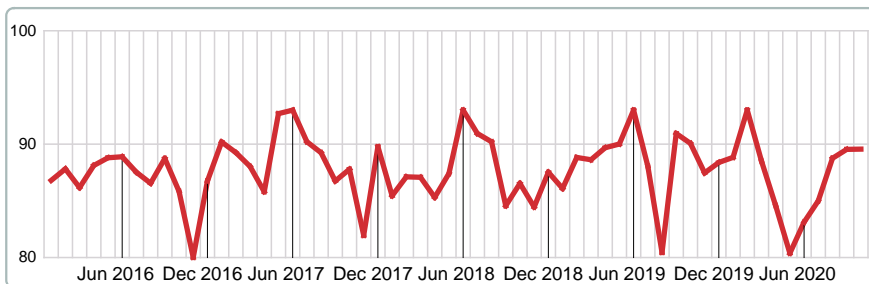
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

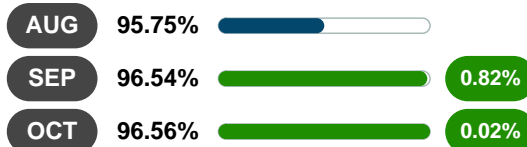


3 MONTHS

5 year OCT AVG = 94.96%

High Feb 2020 100.00% Low Nov 2016 87.01%

Median Sold/List Ratio this month at **96.56%**
above the 5 yr OCT average of **94.96%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Sold/List Ratio by Price Range | | % | M S/L% | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|---|-----------|---------|----------|---------|--------|---------|
| \$20,000 and less | 0 | 0.00% | 27.50% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$20,001 - \$40,000 | 3 | 25.00% | 100.00% | 0.00% | 100.00% | 0.00% | 0.00% |
| \$40,001 - \$120,000 | 1 | 8.33% | 68.49% | 68.49% | 0.00% | 0.00% | 0.00% |
| \$120,001 - \$190,000 | 3 | 25.00% | 100.00% | 0.00% | 100.00% | 0.00% | 0.00% |
| \$190,001 - \$220,000 | 3 | 25.00% | 91.67% | 91.67% | 93.21% | 0.00% | 0.00% |
| \$220,001 - \$240,000 | 0 | 0.00% | 91.67% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$240,001 and up | 2 | 16.67% | 93.07% | 0.00% | 93.07% | 0.00% | 0.00% |
| Median Sold/List Ratio | | 96.56% | | 80.08% | 98.65% | 0.00% | 0.00% |
| Total Closed Units | | 12 | 100% | 2 | 10 | | |
| Total Closed Volume | | 1,746,500 | | 285.00K | 1.46M | 0.00B | 0.00B |

October 2020



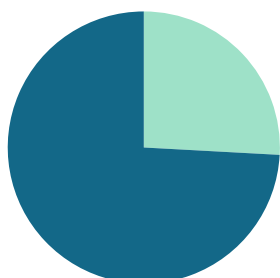
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

Report produced on Jul 31, 2023 for MLS Technology Inc.

INVENTORY

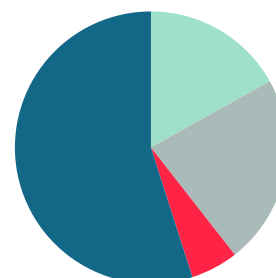


Inventory
 New Listings
15 = 25.86%
 Start Inventory
43
 Total Inventory Units
58
 Volume
\$15,029,394

Market Activity

Closed Sales
12 = 16.90%
 Pending Sales
16 = 22.54%
 Other Off Market
4 = 5.63%
 Active Inventory
39 = 54.93%

MARKET ACTIVITY



| Compared Metrics | October | | | Year to Date | | |
|---|---------|---------|---------|--------------|---------|---------|
| | 2019 | 2020 | +/-% | 2019 | 2020 | +/-% |
| Closed Sales | 9 | 12 | 33.33% | 103 | 107 | 3.88% |
| Pending Sales | 11 | 16 | 45.45% | 110 | 124 | 12.73% |
| New Listings | 19 | 15 | -21.05% | 248 | 192 | -22.58% |
| Median List Price | 75,000 | 139,700 | 86.27% | 92,000 | 110,000 | 19.57% |
| Median Sale Price | 83,000 | 149,750 | 80.42% | 89,000 | 100,100 | 12.47% |
| Median Percent of Selling Price to List Price | 97.07% | 96.56% | -0.52% | 96.08% | 95.08% | -1.04% |
| Median Days on Market to Sale | 23.00 | 33.50 | 45.65% | 35.00 | 42.00 | 20.00% |
| Monthly Inventory | 80 | 39 | -51.25% | 80 | 39 | -51.25% |
| Months Supply of Inventory | 8.00 | 3.66 | -54.30% | 8.00 | 3.66 | -54.30% |

Absorption: Last 12 months, an Average of 11 Sales/Month

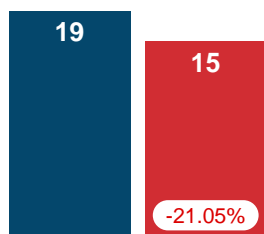
Inventory on October 31, 2020 = 39

2019 2020

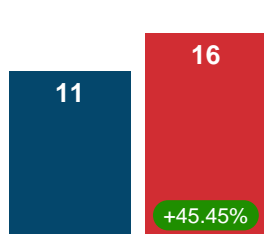
OCTOBER MARKET

MEDIAN PRICES

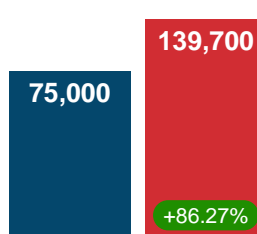
New Listings



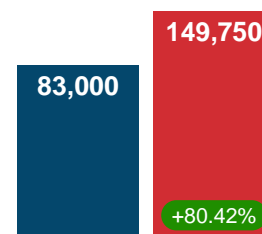
Pending Listings



List Price



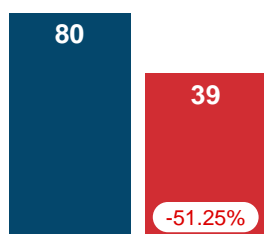
Sale Price



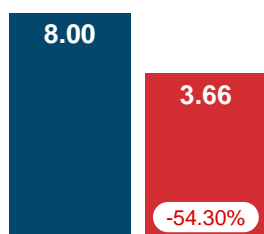
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

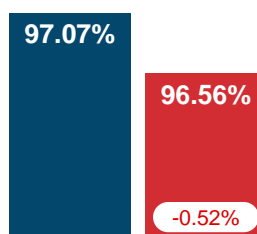
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

